

Message Text

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PAGE 01 STATE 105236

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P 061729Z MAY 75

FM SECSTATE WASHDC

TO AMCONSUL HONG KONG PRIORITY

UNCLAS STATE 105236

E.O. 11652: N/A

TAGS: BEXP, HK

SUBJECT: MAJOR PROJECT: SUBWAY

REF: HK 4791, 4782, 4242, STATE 90219, 35411, 26471, 15385

1. APPRECIATE REPORT ON THOMPSON PLAN TO VISIT WASHINGTON. HOWEVER, IN ORDER TO BE RESPONSIVE TO FIRMS INTERESTED IN MEETING HIM DURING HIS TRIP TO US, URGENTLY NEED HIS FULL ITINERARY AND REPORT ON ANY APPOINTMENTS OF WHICH CONGEN AWARE.

2. AS TO COMMENTS IN HK 4242, LIST OF QUALIFIED COMPANIES FOR FIRST FIVE CONSTRUCTION (NOT ENGINEERING, WHICH REFERS TO DESIGN WORK) CONTRACTS ARE PRETTY MUCH WHAT COULD HAVE BEEN EXPECTED. WE DISAGREE WITH CONGEN'S FEELING THAT MORE U.S. CONSTRUCTION FIRMS AND ELECTRICAL AND MECHANICAL FIRMS SHOULD APPLY FOR PREQUALIFICATION. AMERICAN CONSTRUCTORS ARE UNWILLING TO BID THESE JOBS FOR REASONS OUTLINED IN PREVIOUS MESSAGES AND WE SEE NO BENEFIT IN EXHORTING THEM TO SEEK PREQUALIFICATION. AS REGARDS MANUFACTURERS, LIST OF THOSE ALREADY QUALIFYING INCLUDES WESTINGHOUSE, WABCO, PULLMAN, RHOR, OTIS, AND OTHERS. THESE ARE CREAM OF THE CROP. THEY ARE EXPERIENCED

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PAGE 02 STATE 105236

IN PRODUCING AND SELLING TRANSIT EQUIPMENT AND HAVE

CAPACITY TO SUPPLY HONG KONG SUBWAY. PULLMAN AND RHOR ARE
ONLY U.S. MANUFACTURERS OF TRANSIT CARS. WESTINGHOUSE

AND GRS (WHICH HAS INFORMED US IT INTENDS BID THROUGH
BRITISH LICENSEE) ARE ONLY COMPANIES IN THIS COUNTRY
WITH RECENT EXPERIENCE INSTALLING CONTROL SYSTEMS FOR
SUBWAYS (BART AND WMATA). THIS BEING CASE, RESPONSE
TO ELECTRICAL AND MECHANICAL OPPORTUNITIES APPEARS
COMPLETE. KISSINGER

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